



## REGISTER NOW!

August 15, 2011- August 17, 2011

**Join us** in Niagara Falls and Buffalo, NY for the 2011 America East SBA Lender Conference. This three day conference will focus on new SBA programs and initiatives to support exporting, tapping the underserved community and provide training on a variety of SBA policies and procedures. Take this opportunity to learn how to maximize your organization's participation in SBA's lending programs and build your network of SBA program and industry experts.

### **Tentative Agenda\*:**

#### **Monday - August 15**

Registration  
Welcome Brunch  
Travel to Goat Island\*  
Niagara Falls, NY  
International Trade Panel  
Dinner with Key Note

#### **Tuesday—August 16**

SBA Success Story  
Breakout Training Sessions  
SBA Program Updates  
Breakout Training Sessions  
Vendor Visit  
Dinner with Key Note

#### **Wednesday—August 17**

SBA HQ Address  
Breakout Training Sessions  
Underserved Markets: New Opportunities  
Breakout Training Sessions  
Vendor Visit  
Dinner with Key Note

Each conference day will offer high profile key note addresses, expert panel discussions and a variety of training sessions to choose from to meet your specific training needs. This year's conference also includes a day spent on Goat Island in Niagara Falls, NY emphasizing opportunities in international trade!

Registration for this annual event is a low **\$299.00** and includes all meals and conference material.

[Click Here to Register Now](#)

#### **Conference Headquarters**

Hyatt Regency Buffalo  
Two Fountain Plaza,  
Buffalo, New York, USA 14202

[Click Here for Hotel Reservations](#)

Or call

Tel: 1.888.421.1442

Special Conference Room Rate: \$98 !

SPONSOR PACKAGES STILL AVAILABLE!

Contact [victoria.reynolds@sba.gov](mailto:victoria.reynolds@sba.gov) for more info

### **Training Topics Will Include:**

**Supporting Your Exporter:**  
The Banker's Role

**Eligibility:**  
The Three Pronged Test

**Servicing your SBA Customer:**  
The Servicing Matrix & Unilateral Authority

**Franchise Eligibility & The Franchise Registry**

**Expediting your SBA Approval:**  
Avoiding common Errors & Omissions.

**SBA Advantage & Community Advantage:**  
Opportunities Serving our Underserved.

**Lender Portal & Lender Oversight**

**Debt Refinancing: New Opportunities under SBA's 504 Program**

**Using E-Tran & 1502 Reporting**

\*Subject to Change



SBA's participation or support of this event is not an endorsement of the views, opinions, products or services of any co-sponsor or other person or entity. All SBA programs or co-sponsored programs are extended to the public on a non-discriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance by calling Franklin Sciortino at SBA, (716) 551-4301. Co-sponsorship Authorization # 11-0296-96





# AMERICA EAST

Conference for SBA Lenders



## Don't Miss the most important SBA lender conference for 2011!

### GETTING HERE

Buffalo is accessible from throughout the United States via the New York State Thruway (I-90), from Canada via the Queen Elizabeth Way (QEW) and by railroad via Amtrak from Chicago and New York City.

The [Buffalo Niagara International Airport](#) is located just fifteen minutes east of downtown Buffalo. Averaging 100 daily flights with nonstop service to 23 cities, the BNIA serves 5.5 million passengers annually from a state-of-the-art terminal. Major carriers are US Airways, American, United, JetBlue, Southwest and Delta.

### STAYING HERE

Located in the heart of Buffalo's theater and financial districts, the Hyatt offers two unique restaurants and a fitness facility. Minutes from the Chippewa entertainment district. Adjoins the Buffalo Niagara Convention Center.

[Click Here for Hotel Reservations](#)

### WHILE YOUR ARE HERE

Stand where [Teddy Roosevelt](#) took the oath of office. See one of the world's great collections of [modern art](#). Tour [Frank Lloyd Wright](#)'s grandest Prairie Style house. Stroll through one of [America's great neighborhoods](#). Explore a [South American rainforest](#). Visit the birthplace of the [American Arts & Crafts Movement](#). Visit Buffalo. Be surprised.

Review the Buffalo Niagara [Visitors Guide](#) to get the most out of your visit to the Buffalo Niagara region.

[FAQs ABOUT BUFFALO](#)

## America East Sponsors & Exhibitors



**SPONSORSHIP OPPORTUNITIES ARE STILL AVAILABLE!**

Contact [victoria.reynolds@sba.gov](mailto:victoria.reynolds@sba.gov) for more information



SBA's participation or support of this event is not an endorsement of the views, opinions, products or services of any co-sponsor or other person or entity. All SBA programs or co-sponsored programs are extended to the public on a non-discriminatory basis. Reasonable arrangements for persons with disabilities will be made if requested at least two weeks in advance by calling Franklin Sciortino at SBA, (716) 551-4301. Co-sponsorship Authorization # 11-0296-96

